Key Roles and Responsibilities

Industry Partner/Contractor Perspective

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- Step II Perspective
 - Step II Is intended to demonstrate your team can succeed
 - "Intangibles" are important
 - Step II will stress your team
 - Resource limited budget
 - Lots of part-time personnel
 - Page limited CSR
 - Short Site Visit question response timeline



- Cost Capped Project + Fixed Launch Window = REALLY HARD JOB
 - Every member of the team needs to contribute fully
 - This includes lessons learned
 - As The PI, as for Contractor input regularly
- Decision making leadership is critical
 - PI, Project Office and Contractor leadership from a triad of decision making and strategic thinking
 - Trust
 - Openness
 - Honesty



- Expect you Industry Partner to be a "Voice-of-reason"
 - Your contractor leadership team has "seen this movie before"
 - Solicit input from your Industry Partner
 - Recognize that scar tissue is behind the input you are receiving
- Pre-phase A and Phase A activities are dominated by systems engineering
 - Need to develop an executable plan
 - Listen to your Systems Engineers
- How do you shore up weaknesses and turn strengths into discriminators?
 - Important to not lose your noted strengths in the quest to fix weaknesses

Trust that Realism will be Rewarded



- The Road Ahead is Really an Exercise in Risk Management + Interface Definition
 - Make sure your contractor and the whole project are Objectively looking for and mitigating risk
- Know where your margins are low and improve them
- Incomplete requirements = Risk
- Keep your team focused at driving to a design solution that closes
 - Lots of products need to be produced in Phase A
 - The Flight System design and the Ops Concept needs to close or the rest of the products won't matter
 - Do you know who are your system architects?
 - Do you have a Chief Architect for your Mission?



- Work to develop an executable plan early in Phase A
 - Phase A has an emphasis on demonstrating low implementation risk
 - Instruments,
 - Flight System,
 - Ground System
 - Phoenix, MAVEN and OSIRIS-REX had detailed & well considered schedules and program plans



- The CSR & Site Visit are Final Exams for Your Project
 - Your project needs to prove that you have what it takes
 - Cadence Quickens and Urgency Builds
 - You need to anticipate what is coming
 - Your project office and contractor leadership have been there before
- Use the CSR and the Site Visit as team bonding opportunities
 - Post selection execution is easier if the full set of project institutions come together as a team

Some PI's Lean on Their Industry Partners More Than Others
These are the PI's That Succeed